



# ***Doing Business With The Navy***



**CAPT Marion Eggenberger SC, USN  
Executive Officer  
Deputy Assistant Secretary of the Navy  
(Acquisition & Logistics Management)  
April 24, 2007**



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## Acquisition One Source

This information is made available to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information and support they may need.

Select from one of the following to get more information:

- [Business Opportunities](#)
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Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)  
1000 Navy Pentagon, Washington, DC 20350-1000

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[http://acquisition.navy.mil/acquisition\\_one\\_source](http://acquisition.navy.mil/acquisition_one_source)



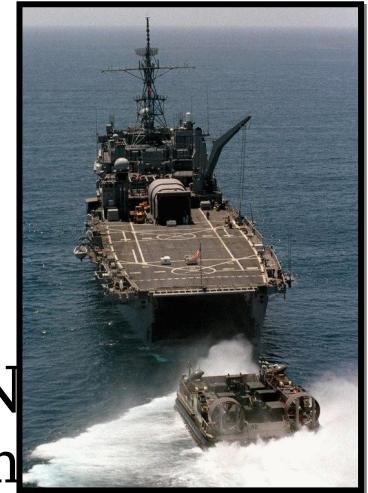
# ***Agenda***

- **Navy Acquisition Environment**
- **Small Business Trends**
- **How to Market Your Business**
- **Points of Contact**
- **Summary**



# ***Navy Acquisition Environment Transforming for War on Terror***

- Navy platforms are inherently flexible
  - Must buy smarter
  - Build with the future in mind
  - Meet CNO's Objectives

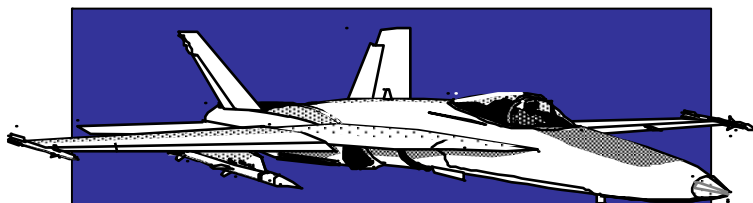


- Navy Expeditionary Combat Command (NCEC)
  - Combines 40k Sailors from 9 different commands
    - Navy Coastal Warfare; Riverine; EOD; Logistics Support
    - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
    - Expeditionary Security Force; Expeditionary Training Team
- 11,000 Sailors serving ashore in 27 Middle East countries
  - Over 4,000 Sailors in Iraq

***More Sailors are serving ashore than afloat in CENTCOM AOR***



# **Major Navy Buying Commands**



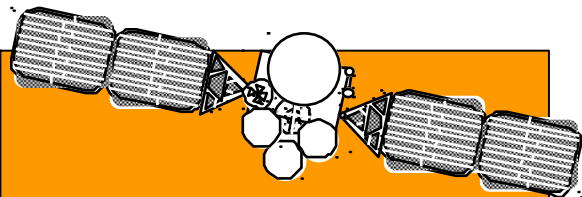
**Naval Air Systems Command**

**Director of NAVAIR Small Business**

**Phone: ( 301) 757-9044**

**Fax: (301) 757-9093**

**[www.navair.navy.mil](http://www.navair.navy.mil)**



**Space and Naval Warfare  
Systems Command**

**Director of Small Business Program**

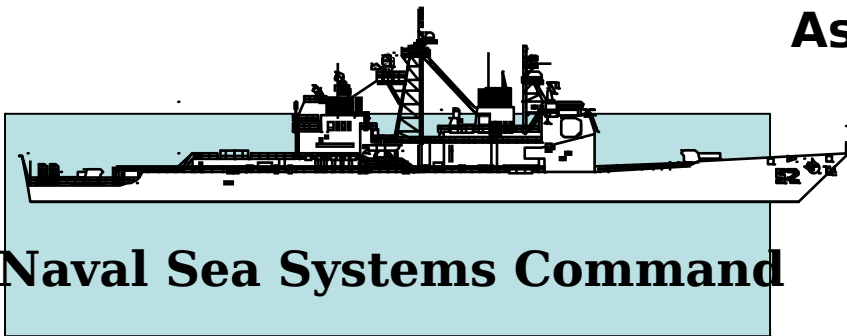
**Phone: (619) 524-7701**

**Fax: (619) 524-3165**

**<https://e-commerce.spawar.navy.mil>**



# ***Major Navy Buying Commands***



**Naval Sea Systems Command**

**Associate Director of Small Business**

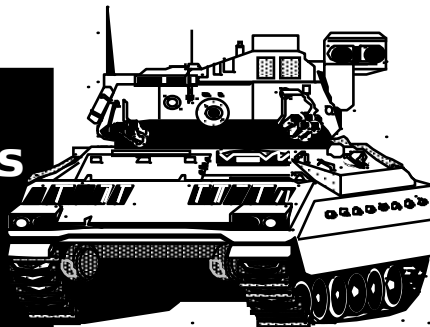
**Phone: (202) 781-3965**

**Fax: (202) 781-4772**

**[www.navsea.navy.mil](http://www.navsea.navy.mil)**

**|**

**Marine Corps  
Systems  
Command**



**Associate Director of Small Business**

**Phone: (703) 432-3950**

**Fax: (703) 432-3535**

**[www.marcorsyscom.usmc.mil](http://www.marcorsyscom.usmc.mil)**

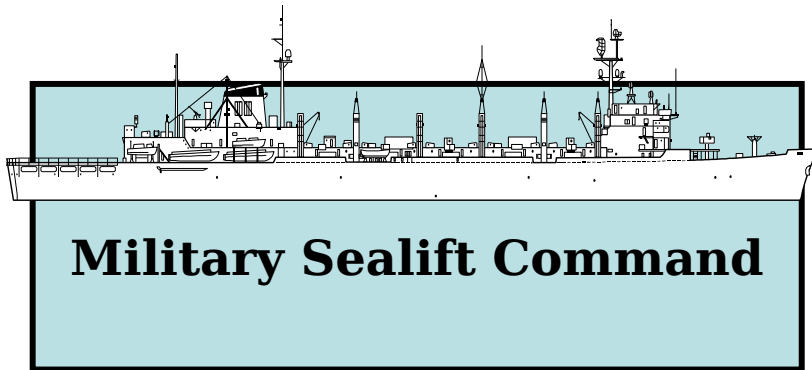


# ***Major Navy Buying Commands***



**Associate Director of Small Business**  
**Phone: (202) 685-9129**  
**Fax: (202) 685-1485**

**[www.navfac.navy.mil](http://www.navfac.navy.mil)**



**Associate Director of Small  
Business**  
**Phone: (202) 685-5565**  
**Fax: (202) 685-5515**

**[www.msc.navy.  
mil](http://www.msc.navy.mil)**



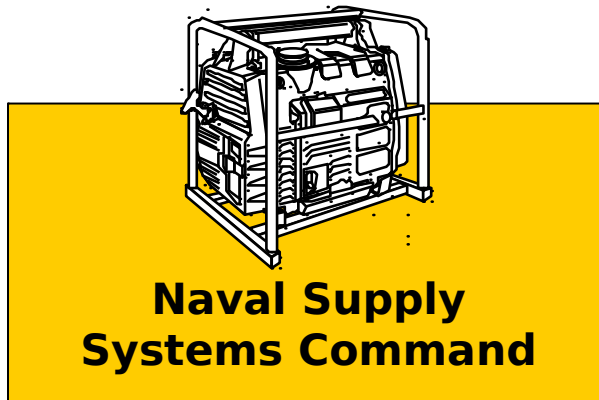


# ***Major Navy Buying Commands***



**Associate Director of Small Business**  
**Phone: 703-696-4511**  
**Fax: 703-696-4430**

**[www.onr.navy.mil](http://www.onr.navy.mil)**



**Associate Director of Small  
Business**  
**Phone: (717) 605-3575**  
**Fax: (717) 605-1102**

**[www.navsup.navy.mil](http://www.navsup.navy.mil)**





# ***Resale Opportunities***

## ✓ **Exchanges**



[www.aafes.com](http://www.aafes.com)



<http://www.usmc-mccs.org/buspartners/re>

## ✓ **Defense Commissary Agency (DECA)**

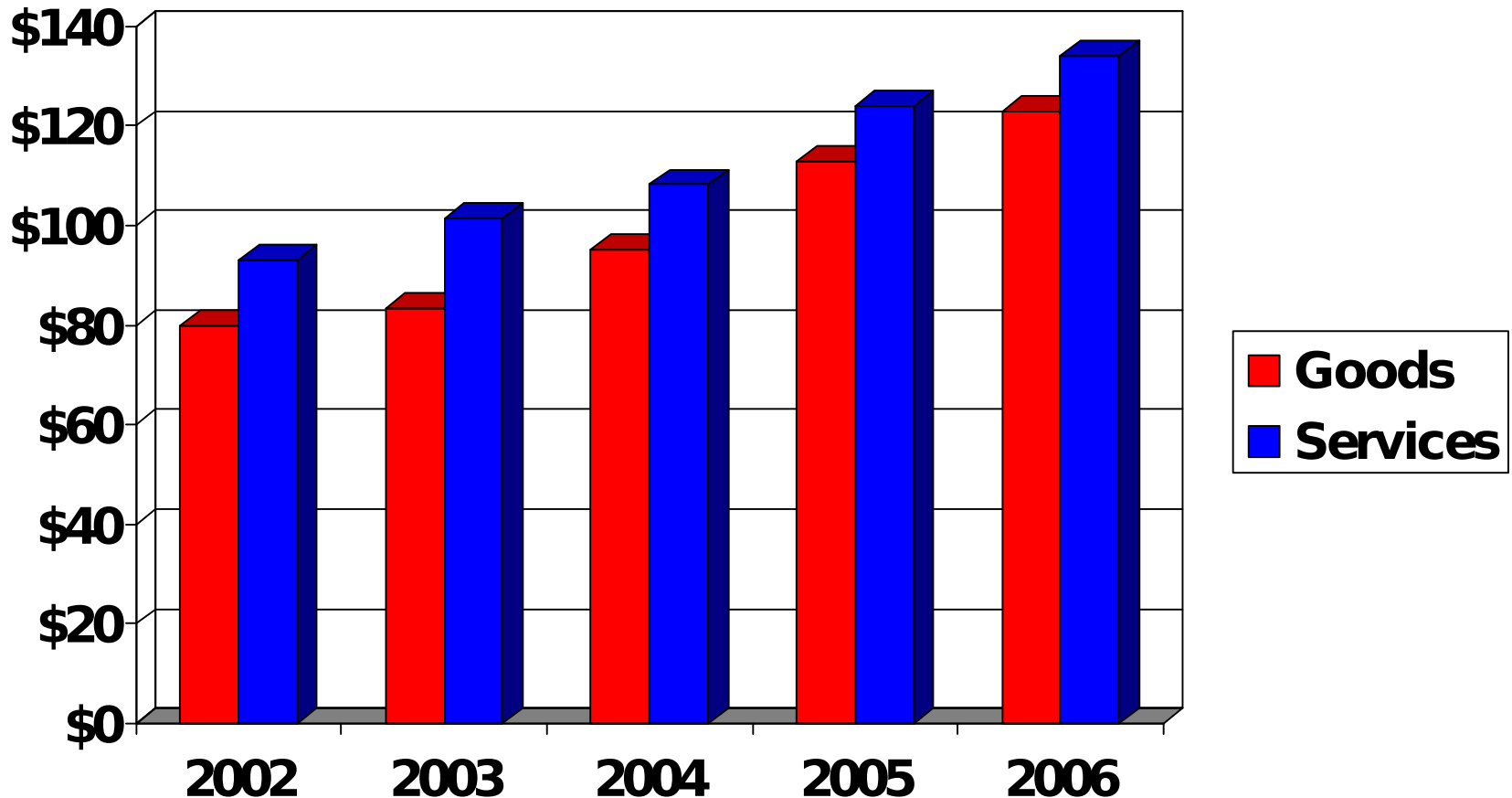


[www.commissaries.com/](http://www.commissaries.com/)



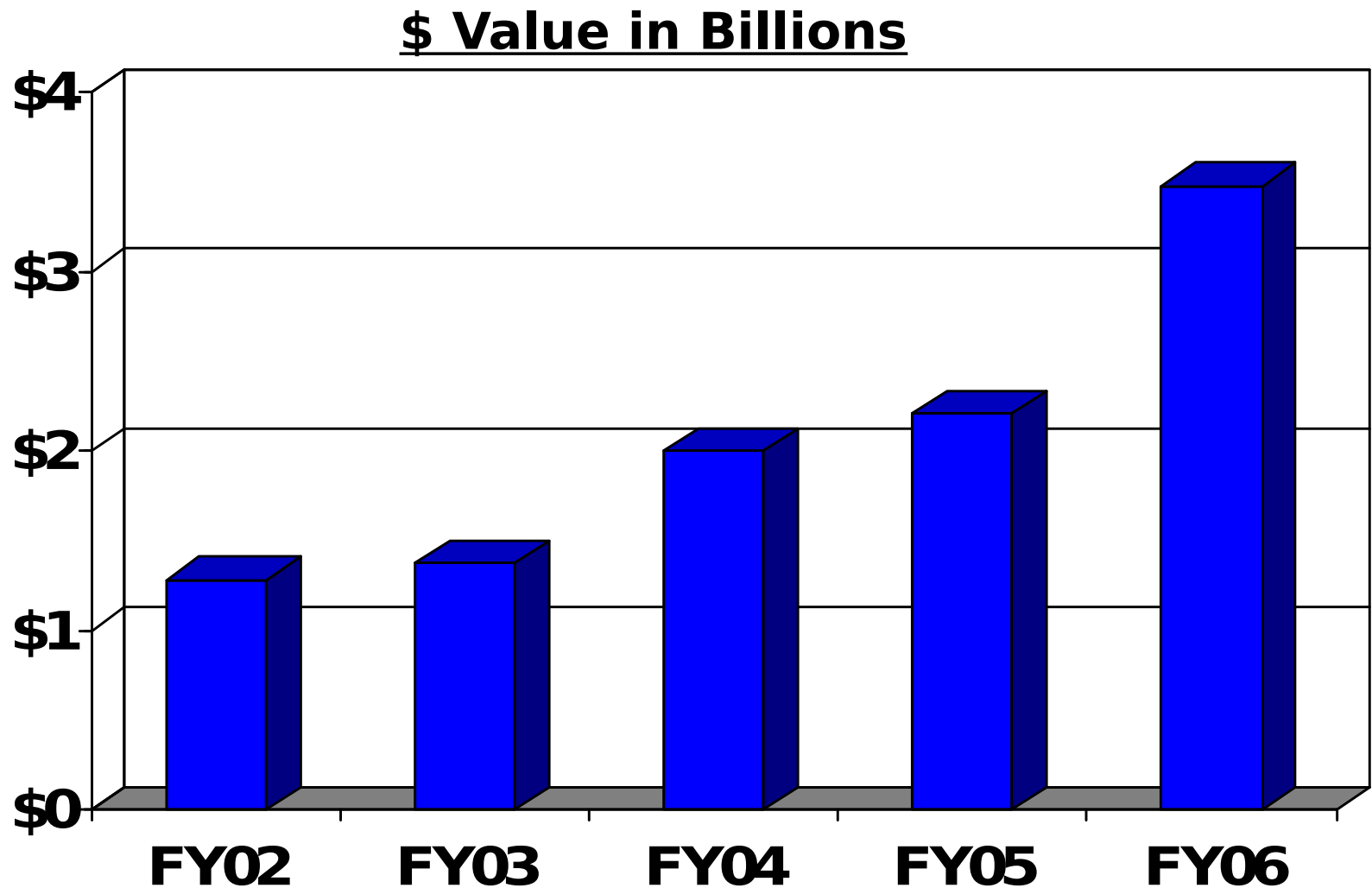
# ***DoD Expenditures in the U.S. Trend of Goods and Services***

**\$ Value in Billions**



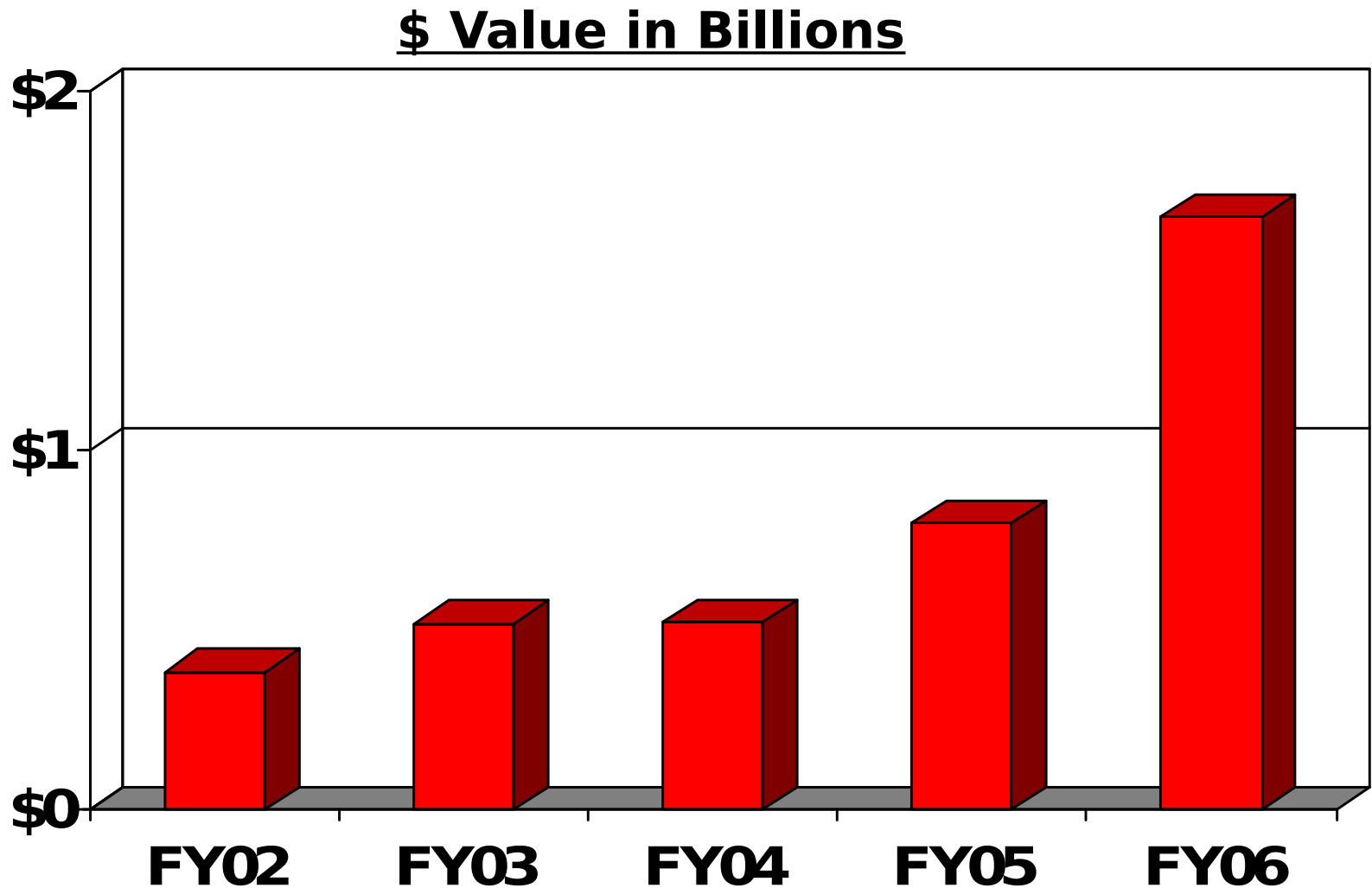


# ***DoD Large Business Contracts in Louisiana***





# ***DoD Small Business Contracts in Louisiana***





# DoD Top Ten Businesses in Louisiana

## LARGE BUSINESS

NORTHROP GRUMMAN SHIP SYSTEMS	306M	
BOH BROS CONSTRUCTION CO, LLC	139M	
SHAW ENVIRONMENTAL, INC	52M	
JAMES CONSTRUCTION GROUP LLC		49M
BEAN STUYVESANT LLC	18M	
C&S CONSULTANTS INC/CITYWIDE		18M
JULIEN.CITYWIDE, LLC	18M	
CLARK CONSTRUCTION ENTERPRISES		16M
WELLSTONE APPAREL LLC	16M	
EVANS-GRAVES ENGINEERS, INC	14M	



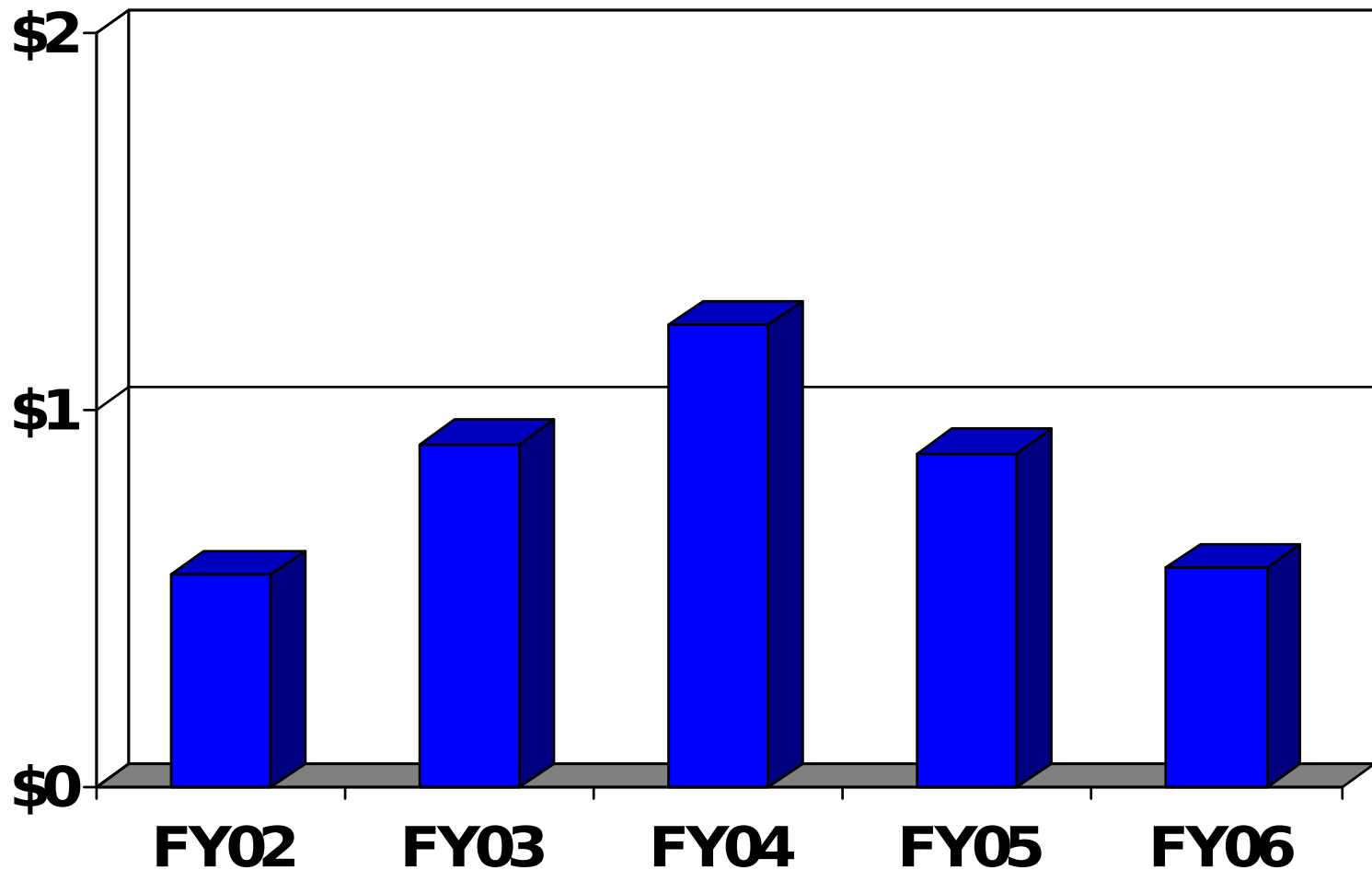
## SMALL BUSINESS

CALCASIEU REFINING COMPANY INC	251M	
PLACID REFINING COMPANY LLC		146M
M R PITTMAN GROUP LLC	69M	
INFORMATION TECHNOLOGY SYSTEMS		41M
BOLLINGER/INCAT USA, LLC	37M	
B & K CONSTRUCTION CO INC	33M	
MIKE HOOKS, INC	30M	
BOH ENVIRONMENTAL LLC	29M	
LL & G CONSTRUCTION INC	26M	
BERTUCCI CONTRACTING CORPORATI		28M



# ***DoN Large Business Contracts in Louisiana***

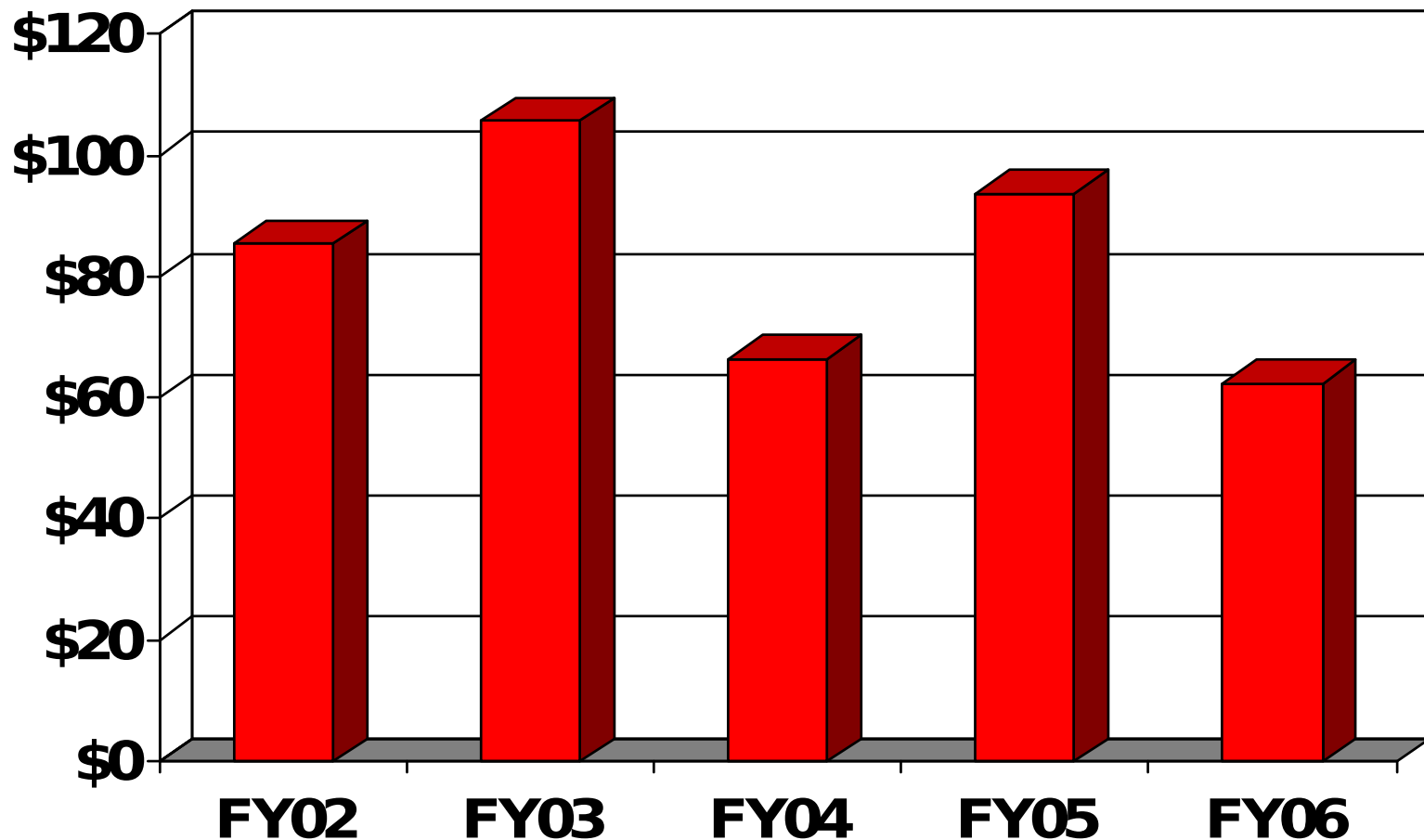
**\$ Value in Billions**





# ***DoN Small Business Contracts in Louisiana***

**\$ Value in Millions**







# **Top 10 DoN Businesses In Louisiana**

## **SMALL BUSINESS**



WATERMAN STEAMSHIP CORPORATION	20.6M
BOLLINGER/INCAT USA, LLC	19.6M
OMNI TECHNOLOGIES, INC	2.7M
VIOLET DOCK PORT, INC LLC	2.5M
NEPTUNE SCIENCES INC	2.3M
ERCON CORPORATION	2.1M
SWIFTSHIPS INC	1.9M
VIKING INC	1.9M
HUGHES MACHINE SHOP, INC	1.4M
DIVERSIFIED GROUP LLC	1.3M

## **LARGE BUSINESS**

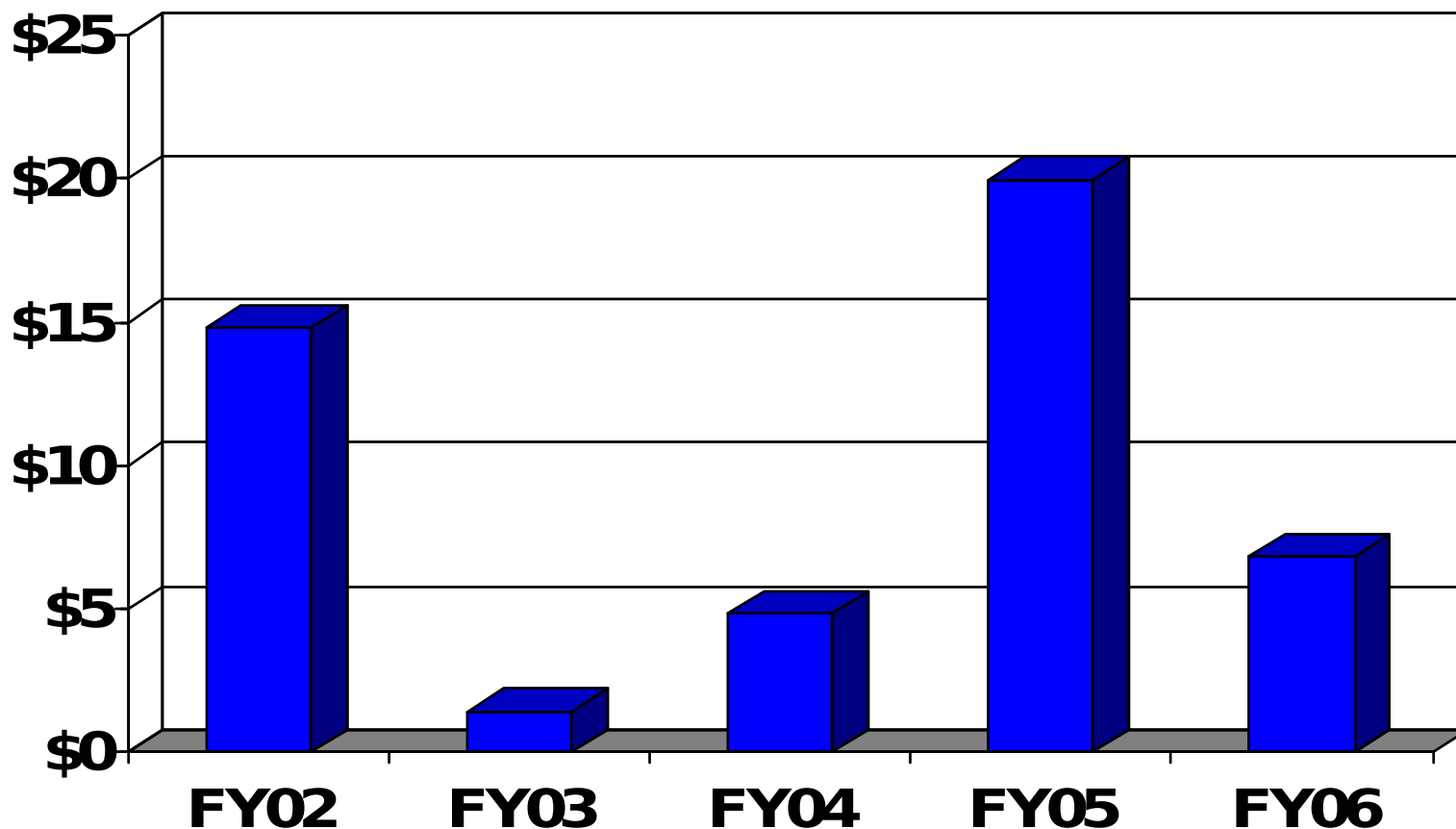
NORTHROP GRUMMAN SHIP SYSTEMS	306.5M
SCIENCE AND ENGINEERING ASSOCI	16.6M
WALTON CONSTRUCTION COMPANY	8.3M
CHOUEST, EDISON OFFSHORE LLC	8.0M
ROLLS-ROYCE COMMERCIAL MARINE	2.5M
TEXTRON INC	2.0M
FUGRO CHANCE INC	.8M
L-3 COMMUNICATIONS WESTWOOD CO	.5M
LOEWS HOTELS HOLDING CORP	.3M
MARRIOTT INTERNATIONAL INC	.2M





# ***DoD Large Business Contracts in Louisiana's 4TH District***

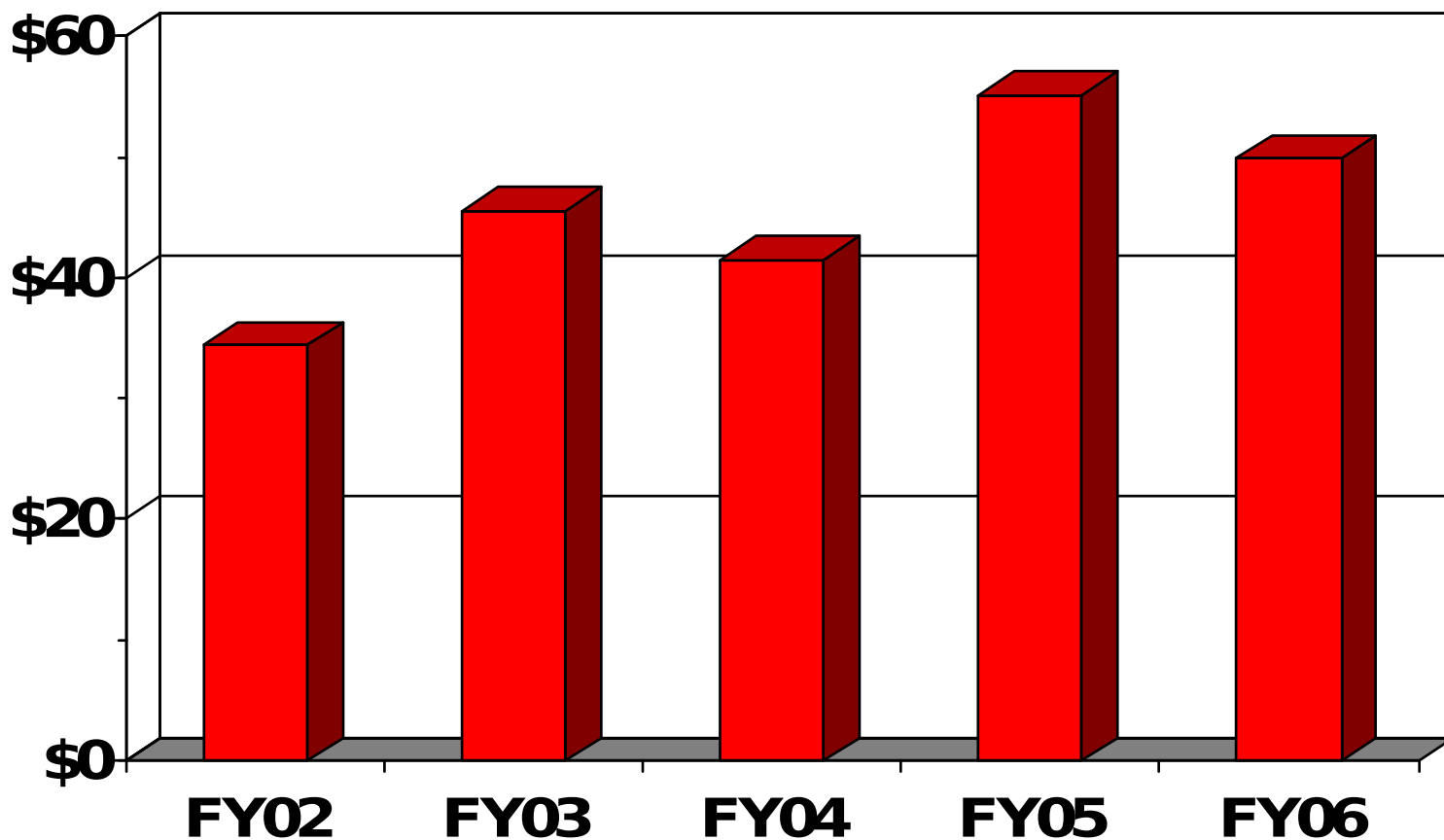
**\$ Value in Millions**





# ***DoD Small Business Contracts in Louisiana's 4TH District***

**\$ Value in Millions**



# DoD FY06 Top Ten

## Businesses in Louisiana 4<sup>th</sup>

### District

LARGE BUSINESS

SMALL BUSINESS

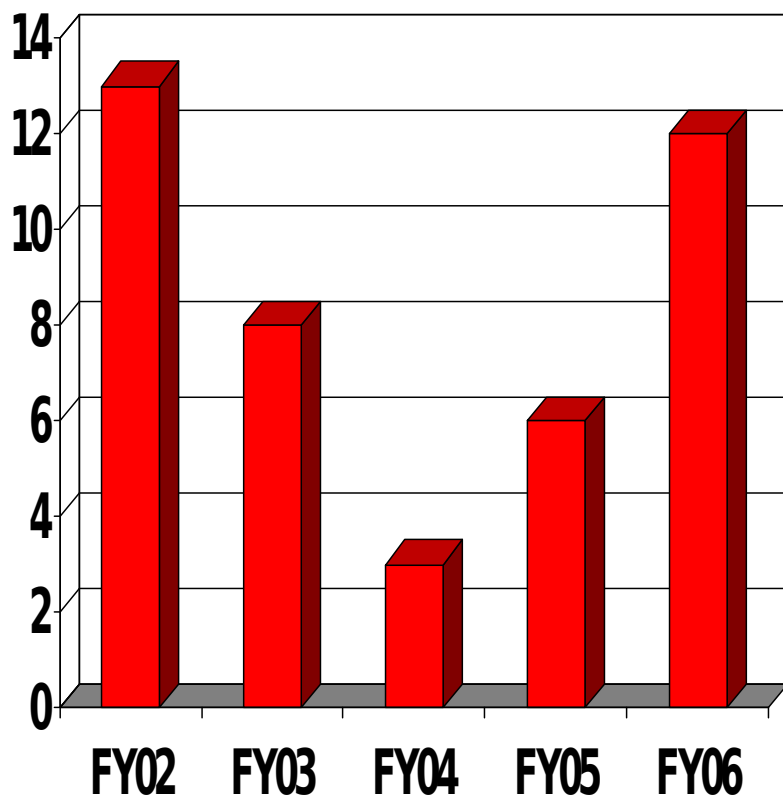
SOUTHWESTERN ELECTRIC POWER CO	3.6M	TANNER HEAVY EQUIPMENT COMPANY	6.4M
CLECO CORPORATION	1.1M	MILITARY TRUCK PARTS, INC	6.0M
COCA-COLA BOTTLING SHREVEPORT	800K	HOPE CONTRACTORS OF SHREVEPORT	5.2M
COCA-COLA BOTTLING LEESVILLE	601K	M T P DRIVETRAIN SERVICES LLC	5.1M
ENTERPRISE RENT-A-CAR COMPANY	210K	KAN CONTRACTING INC	4.4M
WALTON CONSTRUCTION COMPANY, LLC	169K	HALL BUILDERS, INC	3.7M
COX COMMUNICATIONS, INC	61K	APECK CONSTRUCTION INC	2.8M
TETRA TECH, INC	40K	HENDERSON CONSTRUCTION SERVICE	2.6M
FRYMASTER/DEAN	34K	SHILOH CONTRACTORS, INC	1.7M
CASCO INDUSTRIES INC	31K	ROBERTS CAMPER SALES & PORTABLE	1.1M



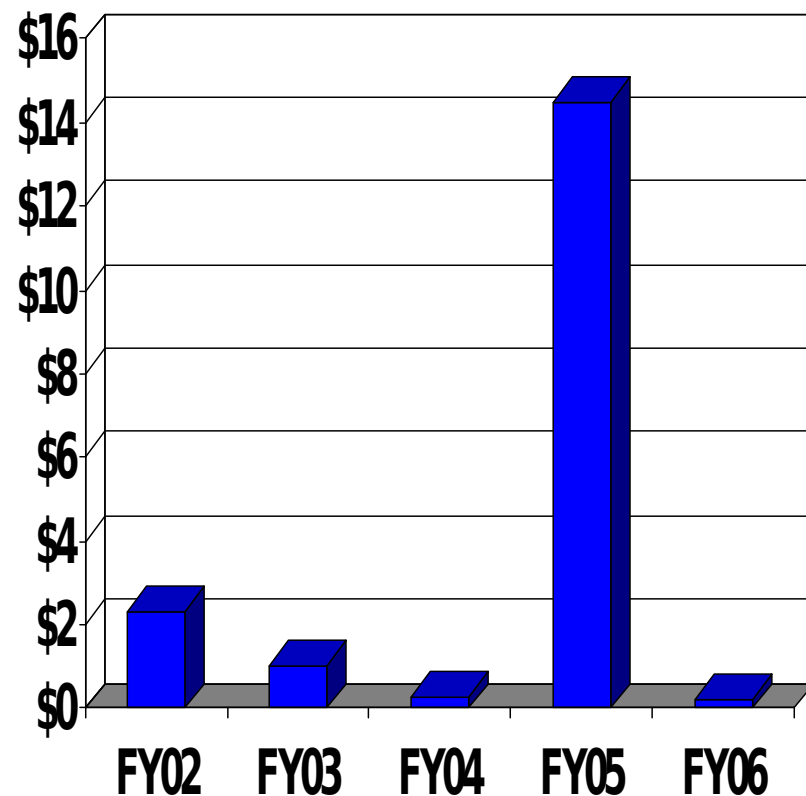


# ***DoN Large Business Contracts in Louisiana's 4<sup>th</sup> District***

**Number of Awards**



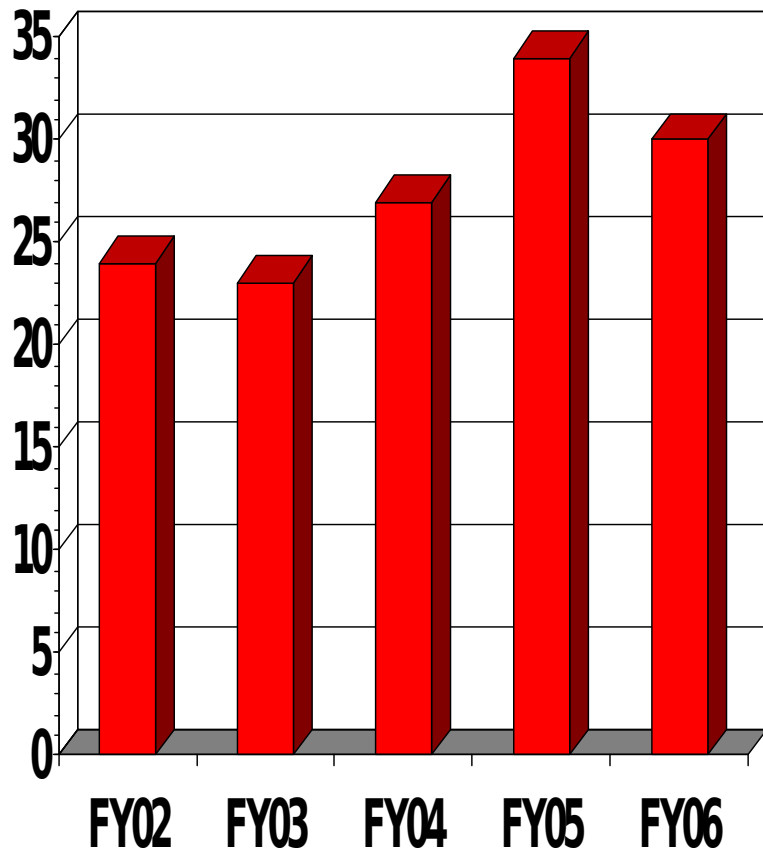
**Dollars (M)**



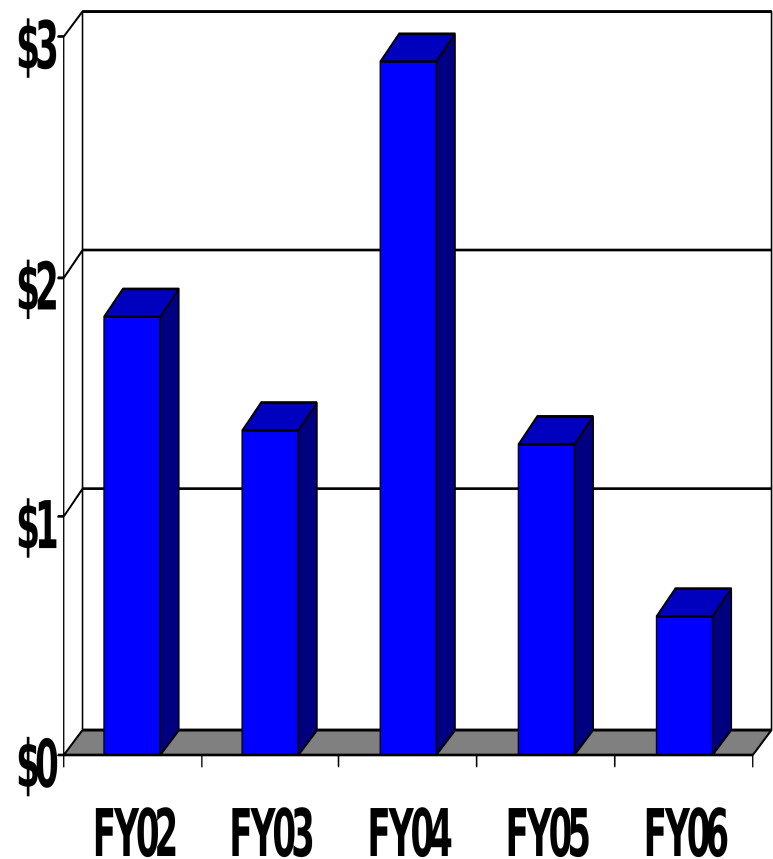


# ***DoN Small Business Contracts in Louisiana's 4th District***

**Number of Awards**



**Dollars (M)**





# ***DoN Top Ten Businesses in District 4***

## **LARGE BUSINESSES**

WALTON CONSTRUCTION COMPANY  
169K

FRYMASTER/DEAN 22K

SULLIVAN & SONS INC 6K

FITZGERALD CONTRACTORS INC 2K



## **SMALL BUSINESSES**

M T P DRIVETRAIN SERVICES LLC  
191K

KAN CONTRACTING INC  
119K

GATE MEDICALS, LLC 79K

MAXIM EVAPORATORS, INC 68K

HEAVY DUTY ENTERPRISES, INC 29K

FRACTURE DIAGNOSTIC INC 20K

ZERWAY GROUP, INC 15K

NORTHSTAR STUDY GUIDES, INC  
10K

BAKER MANUFACTURING COMPANY 8K

LOUISIANA LIFTAND EQP INC 7K





# ***How To Market Your Business***

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About  
Special Programs**
- **Seek Assistance**





# ***Register Your Firm and Products***

## **◆ Register Your Company**

### **✓ Obtain Data Universal Numbering Systems (DUNS)**

☐ [http://www.dnb.com/US/duns\\_update/index.html](http://www.dnb.com/US/duns_update/index.html)

### **✓ Obtain Commercial and Government Entity (CAGE) Code**

☐ <http://www.dlis.dla.mil/cageserv.asp>

### **✓ Register in the DoD Central Contractor Registration (CCR) System**

☐ <http://www.ccr.gov>

### **✓ Federal Supply Classification Code (FSC)**

☐ <http://www.usabid.com/resources/tables/pscs/>

### **✓ North American Industry Classification System (NAICS)**



# ***Get Acquainted with the Procedures***

- ✓ **Federal Acquisition Regulation (FAR)**

- ☐ <http://www.acqnet.gov/FAR/>

- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**

- ☐ <http://www.acq.osd.mil/dpap/dars/dfars/index.htm>

- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

- ☐ [http://acquisition.navy.mil/policy\\_and\\_guidance/nmcars\\_](http://acquisition.navy.mil/policy_and_guidance/nmcars_)



# ***Learn About the Marketplace***

## ✓ **Buying Commands**

### ✓ **Other Navy**

❑ [www.hq.navy.mil/sadbu/HCA.htm](http://www.hq.navy.mil/sadbu/HCA.htm)

### ✓ **Other Services**

❑ [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

❑ [www.selltoairforce.org](http://www.selltoairforce.org)

### ✓ **DoD**

❑ <http://>

✓ [www.acq.osd.mil/odhp/publications/sbs/sbs.h](http://www.acq.osd.mil/odhp/publications/sbs/sbs.htm)

[tm](http://www.acq.osd.mil/odhp/publications/sbs/sbs.htm)  
**Purchased**

❑ [http://permanent.access.gpo.gov/lps57820/  
www.acq.osd.mil/sadbu/doing\\_business/inde  
x.htm](http://permanent.access.gpo.gov/lps57820/www.acq.osd.mil/sadbu/doing_business/index.htm)

**ST28 Report – Sorted by FSC**



# ***Find Specific Opportunities***

✓ **Navy Electronic Commerce Online (NECO)**

☐ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

☐ <http://www.fedbizopps.gov>  
☐ <https://email6.prod.dodonline.net/main/>



✓ <https://progate.daps.dla.mil/home/>  
**Subcontracting Resources**



☐ [http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)  
☐ <http://www.sba.gov/GC/indexcontacts-sbsa.html>



# ***Make It Easy For Your Customers***

## ✓ **Federal Supply Services (FSS)**

❑ <http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8199&channelId=-13263>

## ✓ **Government Charge Card Program**

❑ <http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8211&channelPage=%2Fep%2Fchannel%2FgsaOverview.jsp&channelId=-12984>

**>Using GSA > GSA SmartPay**



# ***Small Business Emphasis Programs***

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pre-f.pdf>





# Business Partner Network

**Go Directly To:**

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
  - Vendor
  - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is the average number of persons employed for each pay period over the concern's last 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:  
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipt is (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipt. For more information see:  
<http://www.sba.gov/size/part121sects.html>

**egov**  
My Government My Terms

**Upcoming Events**

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

**FIRSTGOV**  
Your First Click to the U.S. Government

**CCR** FedBizOpps

**SBA**

**PPIRS**  
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

**FedReg**

**BINCS**

**UID**  
Universal Identification



<http://www.bpn.gov>



# ***Available Help - SBA***



## ***Offices Providing Assistance To Small Businesses For Defense Procurement***

**Office of Small Business  
Programs of the Department  
of the Navy  
Washington Navy Yard,  
Building 36  
720 Kennon St., SE  
Washington, D.C. 20374-5015  
Phone: (202) 685-6485  
Fax: (202) 685-6865**

**Small Business Administration  
New Orleans District Office  
365 Canal St., Suite 2820  
New Orleans, LA 70130  
Phone: (504) 589-6685**

**<http://www.sba.gov/la/>**



# ***Area DoD Small Business Representatives***

## **Air Force**

**Small Business Specialist**

**Phone:(318) 456-6940**

**DSN: 781-6940**

**Fax:(318) 456-2629**

## **Army**

**SBA Representative**

**U.S. Army Corps of Engineers**

**7400 Leake Ave, Room 253**

**P.O. Box 60267**

**New Orleans, LA 70160-2067**

**Tel: (504) 862-2992**

**Fax: (202) 481-2930**



# ***Area DoD Small Business Representatives***

## **Navy**

**Director of Acquisition**

**Phone: 817-782-7086**

**Fax: 817-782-7680**

## **Louisiana**

**Barksdale AFB**

**UIC: N62467J**

**ROICC Barksdale AFB**

**P.O. Box 655**

**Barksdale AFB, LA 71110-0655**

**PHONE: 318-456-2704**

**FAX: 318-456-2517**

## **New Orleans**

**Marine Corps Regional  
Contracting Office**

**UIC: M67861**

**Marine Forces Reserve  
4400 Dauphine Street**

**New Orleans, LA 70146-5400**

**PHONE: 504-678-4382**

**DSN: 678-4382**

**Naval Support Activity**

**UIC: N62467K**

**ROICC New Orleans**

**Building 157**

**2300 General Meyer  
Avenue**

**New Orleans, LA 70142-  
5007**

**PHONE: 504-678-9082**

**FAX: 504-678-2631**

**Naval Air Station JRB**

**UIC: N00206**

**Contracting Officer, Code  
N41S4**

**2300 General Meyer Ave.,  
Bldg. 11**

**New Orleans, LA 70142-5007**

**PHONE: 504-678-2515**

**FAX: 504-678-2430**



# ***Area Procurement Technical Assistance Centers***

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

- <http://www.lagpc.org> (Northwest Louisiana Center in Shreveport)
- <http://www.aptac-us.org/new>



# ***Share Your Thoughts***

## **Office of Small Business Programs of the Department of the Navy**

**Washington Navy Yard, Building 36**

**720 Kennon St., SE**

**Washington, D.C. 20374-5015**

**Phone: (202) 685-6485**

**Fax: (202) 685-6865**

**<http://www.donhq.navy.mil/osbp/>**

## Web Sites to Remember...



[www.acquisition.navy.mil](http://www.acquisition.navy.mil)

(site for this presentation)

[www.acq.osd.mil/osbp](http://www.acq.osd.mil/osbp)

[www.donhq.navy.mil/osb](http://www.donhq.navy.mil/osb)

[www.gsa.gov](http://www.gsa.gov)

[www.bpn.gov](http://www.bpn.gov)

[www.sba.gov](http://www.sba.gov)

[www.fedbizopps.gov](http://www.fedbizopps.gov)





# ***Doing Business With The Navy***



**Shreveport Sports**



**Shreveport Battlewings**



**Shreveport Mudbugs**

***Thank  
You***